

Gradidge-Mahura Investments excels in the 2016 Top Private Bank & Wealth Manager awards.

The results of the 2016 Top Private Bank & Wealth Manager (TPBWM) awards were announced on Friday 08 July at the annual Moneyweb Expo. Gradidge-Mahura Investments were debutants at this year's awards, which is in its fifth year. The awards are considered to be the only comprehensive public analysis of the industry, and are conducted by financial sector research specialist Intellidex.

A detailed report of the process and the performance of all the entrants is available on the Moneyweb website (www.moneyweb.co.za). A total of 14 wealth managers and private banks entered in 2016.

Gradidge-Mahura Investments put in solid performance at this year's awards. The company was ranked 3rd in the Top Wealth Manager Boutique category. This is the overall performance of the various companies, and only companies with fewer than 40 advisers are included in this category. Intellidex stated the following in the official report of the awards;

"we were particularly impressed by the two newcomers to the survey, NFB Financial Services and Gradidge-Mahura Investments, which ranked 2nd and 3rd respectively. Our experience has shown that past debutants have underestimated the depth of our interrogation but the submissions by both these companies more than held their own against the established competitors, and we suspect they'll both be a force in future surveys"

Gradidge-Mahura Investments was ranked 2nd in the People's Choice awards for Wealth Managers. This award is based purely on the results of the client feedback survey. We outperformed established Wealth Managers such as Sanlam Private Wealth and PSG Wealth. According to the feedback report "most clients valued the personalised attention and willingness to help"

As a business we were incredibly proud of the fact that the quality of our submissions was ranked higher than many large and established firms. This implies that the quality of the advice we give clients is at the same or a higher level than these companies. There is still room for improvement, something we will be focusing on in the coming years.

We are especially proud of the feedback of our clients. We have deliberately structured the business to be service oriented. We have done this by remunerating advice staff primarily in the form of a salary, so there is no pressure to make sales, or empty promises in order to close deals. We have also employed twice as many service staff rather than advice staff. However, we do get things wrong from time to time. We ask that you give us timeous feedback in these instances so we can take corrective action and amend our service process where needed.

Thank you again for choosing Gradidge-Mahura Investments as your adviser.

Craig, Kagisho and the team.